

Message Text

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PAGE 01 MEXICO 14981 261956Z

70

ACTION PM-04

INFO OCT-01 ARA-06 ISO-00 ACDA-07 IGA-02 TRSE-00 AID-05

OMB-01 EB-07 CIAE-00 H-02 INR-07 L-03 NSAE-00 NSC-05

PA-01 PRS-01 SP-02 SS-15 USIA-06 /075 W

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FM AMEMBASSY MEXICO

TO SECDEF WASHDC//ISA//

INFO SECSTATE WASHDC 8866

C O N F I D E N T I A L MEXICO 14981

E. O. 11652:GDS

TAGS: MASS, MX

SUBJECT: ESTIMATED FMS SALES FOR FY 1978(U)

REF: STATE 283939

1. (U) THIS POST HAS NO INFORMATION REGARDING HOST COUNTRY FOREIGN MILITARY SALES PURCHASES OF MAJOR DEFENSE EQUIPMENT IN FY 1978.

2. (C) IT IS NOT POSSIBLE TO PREDICT WITH ANY ACCURACY FUTURE FMS PURCHASES BY MEXICO. FIRST, THERE IS NO DETAILED OUT YEAR PLANNING BY MEXICO. PLANNING IS GENERAL AND PURCHASES ARE USUALLY MADE TO SATISFY AN URGENT REQUIREMENT THAT DEVELOPS OR BECAUSE OF A UNIQUE PURCHASE OPPORTUNITY. ALSO, MEXICO PREFERS TO INDEPENDENTLY ARRANGE ITS PURCHASES. MEXICANS ARE VERY SENSITIVE TO ANY INFERENCE OF INTERFERENCE BY THE U.S. ADDITIONALLY, THERE IS ALMOST NO FEEDBACK ON PURCHASES MADE IN THE U.S. MEXICO OFTEN BUYS COMMERCIAL MODELS, RATHER THAN MILITARIZED VERSIONS, DIRECTLY FROM THE SOURCE WITHOUT GOING THROUGH ANY OF THE SERVICE DEPARTMENTS. FINALLY, THE MONEY FOR MEXICAN MILITARY PURCHASES IS HIDDEN IN THE BUDGETS OF OTHER GOVERNMENTS AGENCIES. FOR EXAMPLE, THE DEPARTMENT OF COMMUNICATIONS MIGHT PURCHASE THE COMMUNICATIONS EQUIPMENT FOR ALL GOVERNMENT AGENCIES.

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Message Attributes

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